

Message Text

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PAGE 01 BOMBAY 01986 101412Z POSS DUPE
ACTION NEA-10

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TO USDOC WASHDC
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UNCLAS BOMBAY 1986

E. O. 11652: N/A
TAGS: BTIO, BEXP, IN
SUBJ: BUSINESS VISITOR: MR. VIREN J. SHAH, MUKAND IRON AND
STEEL WORKS LTD., BOMBAY

REF: (A) USDOC 13652 (B) USDOC 13797

1. WE HAVE INFORMED MR. VIREN SHAH OF REFERENCED MESSAGES.
2. IN A SUBSEQUENT LETTER TO US MR. SHAH SAID HE IS ALSO INTERESTED IN MEETING WITH THREE PITTSBURGH, PA. FIRMS - DRAVO CORP., KOPPER CO. AND SWINDLER DRESSLER - IN CONNECTION WITH A BUSINESS INQUIRY MUKAND HAS RECEIVED. GOI-OWNED INDIAN RARE EARTHS LIMITED HAS INVITED BIDS FOR THE SUPPLY AND ERECTION OF ROASTERS AND CALCINERS FOR PROCESSING ILMINITE. INDIAN RARE EARTHS HAS PURCHASED PROCESS KNOW-HOW FROM BENELITE CORP. OF NEW YORK AND WOULD LIKE TO BUY EQUIPMENT MEETING BENELITE SPECIFICATIONS. MR. SHAH STATED THAT DRAVO, KOMB J JFD S.D. ARE BELIEVED TO BE CAPABLE OF SUPPLYING BASIC DESIGNS, DETAILED ENGINEERING, PROCESS FLOW AND OTHER TECHNICAL DATA FOR THE EQUIPTOJT. HE THEREFORE WOULD LIKE TO MEET REPRESENTATIVES OF THESE FIRMS.
3. TODAY IN A CALL AT THIS OFFICE MR. SHAH ALSO EXPRESSED INTEREST IN EXPLORING POSSIBILITIES OF A JOINT VENTURE IN INDIA WITH EASTMAN KODAK FOR 35 MM COLOR MOVIE FILM, WITH UNCLASSIFIED

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DU PONT FOR INDUSTRIAL EXPLOSIVES AND WITH UNITED TECHNOLOGIES, THROUGH ITS AMERICAN BOSCH DIVISION, FOR FUEL INJECTION EQUIPMENT. WE INFORMED MR. SHAH THAT EASTMAN KODAK'S SERIOUS EFFORTS TO FIND WAYS SUPPLY ITS FILM TO INDIAN MARKET IN RECENT YEARS WERE UNSUCCESSFUL BECAUSE, KODAK BELIEVES, GOI WISHES RESERVE RAW FILM SUPPLY LARGELY FOR PUBLIC SECTOR. THEREFORE, WE POINTED OUT NO USEFUL PURPOSE WILL BE SERVED BY

MR. SHAH MEETING KODAK PEOPLE UNLESS THE INDIAN GOVERNMENT
POLICY IS REVISED. MR. SHAH INDICATED TO US THAT HE WOULD
DISCUSS THIS SUBJECT WITH GOI MINISTRY OF INDUSTRY THIS
WEEKEND AND WILL LET US KNOW WHETHER HE WOULD STILL LIKE TO
MEET WITH KODAK. SIMILARLY, DU PONT HAS ALREADY CONCLUDED A
LICENSING AGREEMENT WITH AN INDIAN FIRM (CHOWGULE & CO. PVT.
LIMITED) FOR INDUSTRIAL EXPLOSIVES AND AN INDIAN SUBSIDIARY
OF WEST GERMAN BOCHKH HAS A PLANT IN INDIA MYUNG FUEL
INJECTION EQUIPMENT. WE ARE NOT CERTAIN IF AMAUCUR BOSCH
WOULD LIKE TO LICENSE. UNTIL WE HAVE HEARD AGAIN
FROM Q SHAH WE DO NOT REPEAT NOT RECOMMEND YOU CONTACTING
THESE FIRMS AT THE P3 3,5 58.3.

4. SHAH'S ITINERARY WILL BE TRANSMITTED TO YOU IN THE NEXT
FEW DAYS.
COURTNEY

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